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Automotive News

MAY 25, 1992

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NEWSPAPER

Sport-utilities pace upturn

Dodge ships first Vipers

HIGHLAND PARK, Mich. — Chrysler Corp. last week shipped to dealers its first truckload of Dodge Viper RT/10s.

Receiving one 1992 model each were six dealerships in Southern California: Cerritos Dodge in Cerritos; Del Amo Dodge in Torrance; Glen Thomas Dodge in Long Beach; Tustin Dodge in Tustin; Valley Dodge in Van Nuys; and Carl Burger's Dodge World in LaMesa.

Chrysler said it plans to build about 200 Vipers in the next three months. Production will be expanded to about

see LATE NEWS, 2

'92 sales up 16%; compacts lead way

JOSEPH BOHN
Truck Editor

Sport-utilities are pacing the recovery in the auto market and are providing a bonanza for the Big 3 and their dealers.

Sales of sport-utilities increased 15.9 percent during the first four months of 1992. That compares to an 11.7 percent gain for light trucks generally and a 5.1 percent gain for cars and trucks combined.

The four-month total for sport-utilities was 321,559, up from 277,386 in 1991.

Compacts, accounting for 86.1 percent of sport-utility sales, are the driving force in the surge.

■ At Koons Ford in Falls Church, Va., the Explorer has become the best-selling truck after helping pull the dealership through a rough recession, according to Danny Gale, truck sales manager.

■ At Precision Jeep-Eagle in Detroit, the Cherokee accounts for nearly half the dealership's sales. The Cherokee has helped sustain the store's "momentum and morale," said Dave Livermore, truck sales manager.

Chrysler Corp.'s re-pricing of the Cherokee through a combination of $2,250 in rebates and incentives helped expand the lower end of the market, while Ford's Explorer continues to pace the upper end.

Cherokee's success, which caught Chrysler officials by surprise, is leading them to continue two-shift operations at the Toledo, Ohio, assembly plant indefinitely, according to Chris Hosford, com-

see BONANZA, 34

DAVID L. BURHANS / AUTOMOTIVE NEWS

HANS G. LEHMANN/HIDDEN IMAGE

Future shock — 1994 Oldsmobile Toronado

Oldsmobile will give the Toronado a new aerodynamic shape and two extra doors when the car is reborn for the 1994 model year. This shot shows a heavily disguised prototype with a sharply sloping hood and steeply raked windshield. The current two-door Toronado dies at the end of this model year.

One-price wins disciples

No-haggle selling spreading rapidly

LINDSAY CHAPPELL
Staff Reporter

One-price, no-haggle retailing is emerging as a small but explosive trend.

At least 40 U.S. dealerships have converted to the radical practice — up from 10 as recently as February. One estimate puts the number at 100. And the potential looms much greater.

"I've had almost 200 visits from other dealers wanting information," says George Fischell, general manager of the no-haggling Swanson Chrysler-Plymouth in St. Petersburg, Fla. "This thing's spreading faster than anyone realizes."

Why the conversions? Years of factory rebates and incentives have left customers in a fog. The one-price approach cuts through the clutter. Some advocates praise the practice for bringing truth to showrooms plagued by sin and deception. At the very least, it's an attention getter. In a lousy market, dealers want something to attract shoppers.

J.D. Power and Associates of

see ONE-PRICE, 34

Ford hikes markup for parts under warranty

KATHY JACKSON
Staff Reporter

General Motors and Chrysler Corp. dealers hope they will receive an increase in the amount the factory pays for parts replaced under warranty based on action taken by Ford Motor Co.

Last week, Ford agreed to pay a 35 percent markup for parts replaced under warranty on 1993 models and 40 percent for parts replaced on 1994 models. All models older than 1993 will be paid at the current 30 percent level. The program goes into effect June 15.

Chrysler, GM and most importers pay a 30 percent markup, and the warranty parts markup topic will be a key issue when the Dodge Dealer Council meets June 3 in Detroit.

"I think it will enhance our position. We have a base for it now," said Frank Galeana, chairman of the Dodge Dealer Council. Galeana, owner of four dealerships including Van Dyke Dodge in Warren, Mich., is disappointed that

see PARTS, 38

PHIL DAVIES/NEWSDAY

McNamara forfeits assets

Long Island dealer John McNamara will forfeit more than $400 million in assets to satisfy his debts. McNamara still faces criminal charges. See stories on Pages 4, 8.

Tough-guy Lopez takes charge of GM's purchasing

PHIL FRAME
Staff Reporter

U.S. auto suppliers got a new book of rules as well as a new executive to deal with when General Motors named J. Ignacio "Inaki" Lopez de Arriortua vice president of worldwide purchasing.

Suppliers who think their GM business is safe simply because of a long and friendly relationship are in for a shock, suggest people who know Lopez de Arriortua.

"He is known for demanding the best from his suppliers and settles for nothing short of the best," said Walter Kunerth, chairman of Siemens Automotive Group, the U.S.-based arm of Germany-based Siemens Automotive L.P.

Lopez de Arriortua

Low costs, high quality and productivity are the only things that will keep suppliers in good standing with Lopez de Arriortua, say people who know him.

Spanish-born Lopez de Arriortua, 51, joined GM in 1980 as manager of industrial engineering for General Motors Espana S.A.

Before that, he worked for units of Westinghouse Electric Corp. and Firestone Tire & Rubber Co. in Spain.

Lopez de Arriortua went from GM Espana to Adam Opel AG, the GM subsidiary in Russelsheim, Germany, and later became head of GM's central purchasing operation in Europe.

He was vice president in charge of European supply for GM Europe when his new job was announced April 24.

Although Lopez de Arriortua is relatively unknown in this country, he has a well-established reputation in Europe.

The nicknames Lopez de Arriortua has earned during his 12-year

Suppliers see red ➤ 37

GM career tell all:

■ "Lopez the Terrible."
■ "Hurricane Lopez."
■ "The Spaniard who makes the Germans tremble."
■ "The pope of productivity."
■ "Chief-general of the battle against the Japanese."

"His reputation as a tough bargainer does precede him, and it is

see LOPEZ, 10

Automotive News

SALES RISE IN EUROPE
Car sales rise 2 percent despite decline in Germany. PAGE 8

STAMPING PARTNERSHIPS
U.S. stamping suppliers forge ties with Honda. PAGE 8

DEPARTMENTS	Page
Auction ads	22-26
Auction dates	26
Classifieds	27-31
Calendar	31
Dealers	20
Incentives	38
Keith Crain	12
Legal file	32
Letters	12-13
Obituaries	17
Opinion	12
Personnel	21
Trucks	18

MAY TABLES	Page
MAY 4	
Production, weekly	37
MAY 11	
Sales, April top 10	31
Sales, April by maker	30
Sales, year to date by maker	30
Sales, domestic car by model	31
Sales, light-truck by model	31
Production, weekly/April totals	47
MAY 18	
Sales, imported car by model	16
Sales, Canada by make	32
Sales, dealer by make	10
Sales, 10 day by make	37
Inventory, as of May 1	37
Production, weekly by model	39
TODAY	
Sales, truck by gvw	18
Production, weekly by model	39

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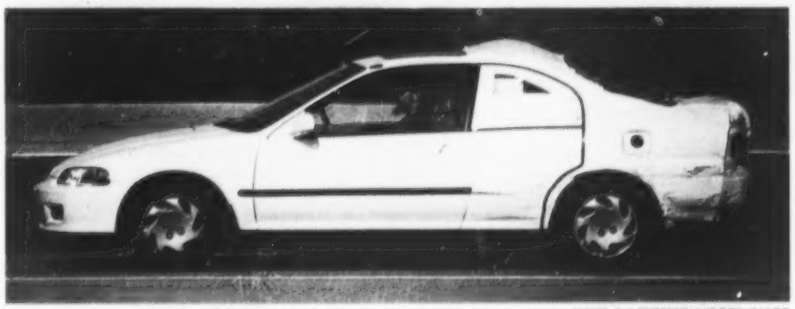
corrections

■ A May 18 story on Page 38 incorrectly attributed a quotation to Jack Reilly, chairman of American Isuzu Motors Inc. Reilly did not say, "I think the Japanese will be politically humiliated, and that's what the Big 3 want to do." Those words should have been attributed to an unnamed official at another Japanese importer.

■ The May 18 Editorial Opinion on Page 12 said GM dealers never see any of the money represented by the 1.8 percentage points of the dealer discount retained by GM for floorplan assistance. Dealers can get that money back if they elect not to participate in the floorplan program. They also get a portion back on a pro-rated basis if they sell the vehicle before the end of the interest protection period.

■ A Page 3 story on May 11 did not list all of Phil Meador's franchises in Pocatello, Idaho. He operates Phil Meador Toyota-Jeep-Eagle.

■ An April 13 article on Page 31 mislabeled one section in a summary of state lemon law revisions. Changes took place in South Da-



HANS G. LEHMANN/HIDDEN IMAGE

Civic coupe scoop

Honda launched the redesigned Civic in four-door sedan and three-door hatchback body styles and is now at work on a two-door coupe to join the line for 1993. This spy photo shows a prototype with a heavily disguised roof. Sporty aluminum wheels suggest this might be the Si model, with the 125-horsepower, 1.6-liter engine with variable valve timing.

POE LaROIDE

Ranger redo

Unmasked prototypes of the new Ranger compact pickup have been spotted around Ford offices in Dearborn, Mich. Exterior styling cues include rounded front quarter panels leading into a more aerodynamic nose treatment. The new Ranger is expected for the 1993 model year; Mazda will get a version.

latenews

CONTINUED *from* PAGE 1

3,000 units for the 1993 model year.

A single 1992 Viper has been allocated to each of about 200 Dodge dealers in the top 40 markets for premium-priced sports cars.

GM restructures personnel staffs

DETROIT — General Motors has restructured its human-resources functions and has reassigned two vice presidents.

Gerald Knechtel, 50, was appointed vice president of personnel for North American Operations. He will report to GM President Jack Smith.

Richard O'Brien, 49, was appointed vice president of corporate personnel. He continues to report to Executive Vice President Alan Smith.

The new alignment replaces the personnel administration and development staff headed by Knechtel and the industrial relations staff headed by O'Brien. It also takes over the the personnel functions of the groups in NAO.

First Saturns cross the Pacific

NASHVILLE, Tenn. — Saturn Corp. made its first deliveries outside North America as a freighter with 469 cars arrived in Taiwan last week. They go on sale June 1, a spokesman said.

About 420 were sedans and the rest were coupes. The company plans to ship about 400 cars a month to Taiwan, Saturn already sells in Canada. Plans also call for exporting a right-hand-drive version to Japan, though no timetable has been set.

— Lindsay Chappell

Caprice stays — for a while

NEW YORK — David Hansen, Chevrolet's chief engineer, told the International Motor Press Association that the division will keep the six-passenger, rear-drive Chevrolet Caprice for "the foreseeable future."

But he added that Chevy's future focus will be on "more efficient and more affordable cars."

The press had previously suggested Caprice is a B-car platform variation that General Motors may ax.

Health care put at $1,086 a car

WASHINGTON — Health care costs account for $1,086 of the price of each Big 3 vehicle made in North America, Walter Maher, Chrysler Corp. director of federal relations, told a Senate Finance subcommittee last week.

He said that puts an unfair burden on U.S. businesses competing with companies in countries that have national health care plans.

Sen. Donald Riegle, D-Mich., chairman of the committee, said a national health care program must be put in place to curb manufacturers' costs and maintain high-paying jobs.

Nissan builds solar car

TOKYO — Nissan Motor Co. Ltd. has built a single-seater solar car, the Sun Favor, to study the application of solar power in vehicle design.

The company intends to enter the car in three solar-car races and rallies later this year in Japan.

Power is provided by single-crystal silicon solar cells.

Navistar losses hit $67 million

CHICAGO — Navistar International Corp.'s losses increased to $35 million in its second fiscal 1992 quarter ending April 30, up from $29 million a year ago.

The company reported a net loss of $67 million on revenues of $1.82 billion for the first six months of fiscal 1992, compared with a loss of $67 million on sales of $1.78 billion a year earlier.

Isuzu preparing emissions recall

DETROIT — A recall is pending for 1988 model year Isuzu I-Marks and Chevrolet Spectrums with 1.5-liter engines that exceed emission standards.

American Isuzu Motors Inc. spokeswoman Susan Cain said the automaker has agreed to recall about 7,000 I-Marks with manual transmissions due to excessive carbon monoxide emissions. But Isuzu is still negotiating with the EPA over recalling vehicles equipped with automatic transmissions.

Cain did not have information on how many Isuzu-built

briefly

GM leaves sink behind this trip

General Motors returned to Moscow last week to exhibit six Cadillacs and Chevrolets at a trade fair. In 1959 the General was at that same show, displaying a modern kitchen with Frigidaire equipment. That time, Nikita Kruschev and then-Vice President Richard Nixon argued about which country was better, in what became known as the Kitchen Debate. This time, maybe Boris Yeltsin told everyone of the dangers of drunk driving.

PENNY PINCHING — An upcoming article in *Financial World* on **Ford Motor Co.'s** cost-cutting shows no stones were left unturned to get the company lean and mean. Lloyd Hansen, assistant controller of North American Operations, said "we had to be unmerciful about every cost element." An example: six of every seven fluorescent lights in headquarters hallways are turned off.

GREEN SUBMARINE — Larry Oswald, program manager for hybrid vehicles for **GM's** Advanced Engineering Staff, insists electric vehicles meet current safety standards. Oswald was asked about the safety of operating a GM electric vehicle in the rain. "It's built like a submarine," he joked. "Of course, we were thinking about using a robot to drive them through the salt-corrosion bath at the proving ground."

WASTE NOT, WANT NOT — The cost-cutting philosophy of the new **GM** has been embraced with a vengeance by some public relations practitioners. They are still printing news releases on letterheads that read **Chevrolet-Pontiac-Canada Group, Buick-Oldsmobile-Cadillac** Group and Truck & Bus Group. Those groups got the ax in the latest reorganization. For the record, **Ford** no longer uses **Mercury-Edsel-Lincoln** Division letterheads.

HOW SWEET IT IS — Ron Boltz, **Chrysler Corp.** vice president of product strategy and regulatory affairs, said winning a national EPA award for pollution prevention at Chrysler's new Jefferson North assembly plant was just the "icing on the cake, not the cake." He said, "But yes, it feels good. The EPA has never awarded anything to the auto industry. That's despite the real progress made on cleaning up vehicles."

HE'S BACK — Michael Moore, of *Roger & Me* fame, is working on a sequel. Once again, Moore focuses on how **GM's** corporate contractions are affecting the former GM boomtown of Flint, Mich. The new film, due out in the fall, will be broadcast along with the original.

CORVETTE DIGGINGS — The people who are breaking ground June 5 for the National Corvette Museum in Bowling Green, Ky., are going all out to make the event a Corvette happening. No silver shovel would do for this groundbreaking, so museum President Dan Gale is arranging for a bulldozer camouflaged as a 1992 Corvette to do the honors. The driver of the Corvette bulldozer will be Zora Arkus-Duntov, the retired Corvette chief engineer. The event will be part of a National Corvette Homecoming Weekend. It's homecoming because the Corvette plant is in Bowling Green.

Duntov: bulldozing

Heads to roll in GMAC mess

PHIL FRAME
Staff Reporter

FORT WAYNE, Ind. — General Motors plans disciplinary action against General Motors Acceptance Corp. employees who failed to discover the alleged fraudulent activities of dealer John McNamara, Chairman Robert Stempel said.

An internal investigation into McNamara's alleged $436 million fraud has shown "no involvement in any wrongdoing on the part of the GMAC people," Stempel told the 1,523 stockholders assembled here for GM's 84th annual meeting.

But there will be accountability for employees who failed to discover the activity, Stempel said. "We will not rest until we finally take appropriate disciplinary action," he said.

The McNamara episode was of primary concern to stockholders at the meeting last Friday. Some shareholders clearly wanted heads to roll — not just responsible GMAC employees, but also at the company's firm of auditors, Deloitte & Touche.

Stockholder questioning was so intense that GM board member Marvin Goldberger, chairman of the audit committee, plus Deloitte's top executives and GM Chief Counsel Harry Pearce were called on to explain.

"Let me assure you the internal investigation that was conducted by our legal staff has been comprehensive, exhaustive, accurate and, most importantly, independent," Pearce said. "The results have been presented to the GMAC audit committee, the GMAC board, the General Motors audit committee and the General Motors board. I have absolutely no doubt that all appropriate action will be taken. We don't for a moment suggest to you that there were not substantial mistakes made."

Goldberger said the audit committee has discussed the 170-page report and soon will make its recommendations to the board.

Stempel responded contritely to stockholder concerns about the McNamara affair. "I'm not going to sit here today and give you an answer on GMAC that I know none of you will accept," he said. "The fact of the matter is, it happened. We are embarrassed, but I assure you it will not happen again. We are taking very strong corrective actions to make sure of that."

In his report to shareholders, Stempel:

- Clarified that GM will use one platform each to build small front-wheel-drive cars, mid-sized fwd cars, large fwd cars and large rear-wheel-drive cars. That will be in addition to specialty cars such as Corvette and Saturn, and separate from Cadillacs.
- Said GM will use 100 percent of its capacity before the retrenchment announced last December is completed in 1995.
- Asserted that the board expects him, not Executive Committee Chairman John Smale, to run GM.
- Confirmed that the Buick-Oldsmobile-Cadillac and Chevrolet-Pontiac-Canada groups are dead, replaced by North American Operations, which was created in an April reorganization. AN

Stock nets $2.1 billion

DETROIT — General Motors received a $2.1 billion shot of funding for capital projects last week as its new offering of 55 million shares of common stock went on sale.

Eight brokerage houses are underwriting the offering, the largest ever by an American company. The underwriters bought the stock from GM and began selling it to individuals and investor groups last Wednesday.

GM is paying $53.6 million, or $0.975 per share, in underwriting fees for the offering.

The per-share price of the stock was set at $39 before Wednesday's opening of the New York Stock Exchange, 25 cents below the previous day's closing price of GM common.

The stock sale was going relatively well. The price was holding firm at $39, and more than 17 million shares were sold the first two days.

— *Phil Frame*

European sales rise 2 percent

DIANA T. KURYLKO
Staff Reporter

FRANKFURT — New passenger-car sales in Europe eked out a 2 percent gain last month despite continuing weakness in Germany. It cemented a pattern in which recoveries in several smaller countries have begun to offset declines in Europe's biggest market.

According to *Automotive News* estimates, sales in the 17-nation market rose to 1.3 million units in April from 1.28 million a year earlier. An 11.2 percent slide in Germany — the fourth consecutive month of decline — was offset by strong gains in Italy, Spain and the United Kingdom.

European sales through April rose 1.5 percent to 5.1 million.

"April represents a turning point for the German market. There is reason to believe the market will drop 11 percent this year to 3.7 million, and another 6 percent in 1993," said Arthur Maher, an analyst for DRI/Europe in London.

"The real potential for the rest of the year is in the United Kingdom and Italy," Maher said.

He said the European makers will face new competition from Japanese makers later this year when Nissan's Micra, Toyota's Carina and Honda's as-yet-unnamed medium-sized car go into production in Britain.

Meanwhile, French makers Renault Group SA and Peugeot Group SA showed the largest sales gains among Europe's six biggest manufacturers in the first four months.

Renault, largely because of a backlog caused by last year's fourth-quarter strike, sold 9.4 percent more cars in the period, yielding a 10.7 percent share of market. The company, which is not expected to maintain the rate of increase for the next three quarters, was up 5.5 percent in April.

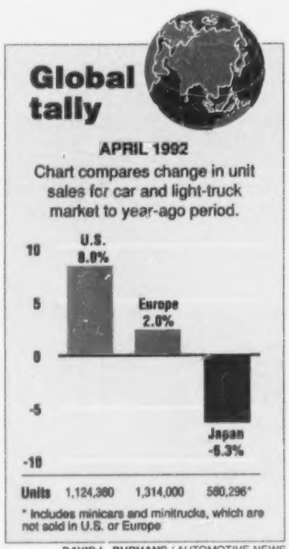
Peugeot sales, riding on the French economy's rise, rose 6.1 percent for the first four months to 605,300 units. April sales were up only 0.3 percent, however.

Volkswagen AG hit a record 17.9 percent market share in April as production of the new Golf/Vento increased. Volkswagen, unlike other German makers, is not expected to lose share this year because demand for the new Golf family is still growing and new capacity is coming on stream.

Volkswagen did particularly well in the United Kingdom last month, boosting sales there nearly 24 percent, and in Italy, where it continued its assault on Fiat Auto S.p.A. VW sales there surged 58 percent in April while its market share rose 3 points to 14 percent.

General Motors maintained its No. 3 position in April, as share rose to 12.5 percent. Sales in the United Kingdom rose 29 percent from a year earlier, but sales in Germany fell 21 percent.

Ford sales were down 6.5 percent in April to 140,700 vehicles. Ford maintained its market share in the United Kingdom but suffered in Germany with a 12 percent decrease in sales. European market share fell to 10.7 percent from 13 percent a year earlier. AN



DAVID L. BURHANS / AUTOMOTIVE NEWS

NEW-CAR SALES BY COUNTRY IN EUROPE

Country	4 mos. 1992	% change vs. 1991
Germany	1,470,200	– 5.1
Italy	1,007,800	8.2
France	701,000	– 0.5
United Kingdom	544,300	– 6.7
Spain	363,600	25.8
Belgium-Lux.	218,700	11.6
Netherlands	213,400	– 2.4
Austria	125,500	9.4
Switzerland	115,300	1.7
Portugal	98,700	33.9
Sweden	60,900	– 4.2
Greece	48,600	– 2.2
Denmark	33,200	9.6
Ireland	30,300	3.1
Finland	28,800	– 25.0
Norway	19,900	9.9
TOTAL	5,080,200	1.5

EUROPEAN SALES BY MANUFACTURER

Manufacturer	4 mos. 1992	% share[1]	4 mos. 1991	% change
Volkswagen[2]	860,100	16.9	818,000	5.1
Fiat Auto[3]	654,200	12.9	663,100	– 1.3
General Motors[4]	614,600	12.1	616,200	– 0.3
Peugeot S.A.[5]	605,300	11.9	570,400	6.1
Ford[6]	593,700	11.7	605,900	– 2.0
Jaguar	3,800	0.1	4,800	– 20.8
Renault	543,800	10.7	497,000	9.4
Nissan	161,900	3.2	161,300	0.4
BMW	160,900	3.2	135,900	18.4
Mercedes-Benz	158,500	3.1	168,800	– 6.1
Toyota	115,200	2.3	129,000	– 10.7
Rover	104,800	2.1	134,600	– 22.1
Mazda	98,700	1.9	106,500	– 7.3
Volvo	79,500	1.6	76,000	4.6
Honda	61,100	1.2	57,900	5.5
Mitsubishi	54,300	1.1	65,700	– 17.4
Suzuki	37,100	0.7	36,100	2.8
Lada	33,100	0.7	32,800	0.9
Subaru	19,600	0.4	19,600	0.0
Saab	18,300	0.4	18,300	0.0
Daihatsu	17,300	0.3	18,700	– 7.5
Skoda	15,700	0.3	16,200	– 3.1
Others	72,500	1.4	55,400	29.9
TOTAL	5,080,200	100.0	5,003,400	1.5

1 Does not add to 100 because of rounding.
2 Includes Volkswagen, Audi and Seat brands.
3 Includes Fiat, Alfa Romeo and Lancia.
4 Includes Opel, Vauxhall, GM—U.S. and Isuzu; excludes Saab.
5 Includes Peugeot and Citroen.
6 Includes Jaguar.

British sales post first increase in 29 months

ED WENDT
Staff Correspondent

LONDON — New-car sales in Britain rose in April for the first time in 29 months, providing a small ray of hope to the nation's beleaguered carmakers and dealers. For the first four months of the year, however, sales were down from a weak period a year earlier.

Industry officials are hoping that sales will be boosted by the April 11 re-election of the Conservative government and the reduction of the new-car tax to 5 percent from 10 percent. But many analysts fear that a recovery is nowhere near.

According to industry figures, new-car sales last month rose 9.1 percent from a year earlier to 138,100 units. But for the first four months of the year, sales are off 6.7 percent from a year earlier to 544,300 units.

"The April rise in no way signals a trend," said Neil Marshall, chief economist for the Retail Motor Industry Federation. "But it is a positive sign."

Marshall said the real measure of the market will come in August, when new license plates go on sale and which is traditionally the industry's best month.

Ford Motor Co. maintained its market leadership in April with sales of 32,488 units, for a 23.5 percent share. General Motors' Vauxhall Motors Ltd. unit registered 24,816 units, for an 18 percent share. AN

Mitsubishi rolls out new Libero wagon

MARY ANN MASKERY
Staff Reporter

TOKYO — Mitsubishi Motors Corp. last week introduced the all-new Libero station wagon to replace the wagon version of the venerable Lancer/Mirage in the Japanese market. The new Libero also will be the base of an electric car under development for a 1993 launch.

The new front-wheel-drive wagon is 168 inches long, 66.5 inches wide, 57.8 inches high and rides on a 98.4-inch wheelbase. A four-wheel-drive model has slightly larger dimensions and a cargo version has a larger tailgate opening.

Engines are a 1.8-liter, single overhead cam, 16-valve gasoline engine and a new 2.0-liter turbo diesel.

Mitsubishi plans to sell 2,000 units a month in Japan at a price range of 764,000 yen to 1.99 million yen (about $5,875 to $15,370)

For export, Mitsubishi will continue to build the older Lancer wagon in limited numbers.

Mitsubishi also said the Libero will be the base for an all-new electric vehicle set to debut in mid-1993.

The electric will have a range of 125 miles per charge and a maximum speed of 68 mph, Mitsubishi said.

The vehicle will be available with either lead-acid or nickel cadmium batteries, and will incorporate a charge meter, much like a traditional gasoline gauge, to display the amount of electricity remaining.

An on-board charger can recharge the battery in eight hours, Mitsubishi said, while an off-board system will recharge the car in only one to two hours.

The vehicle is part of a cooperative project with Tokyo Electric Power Co. The companies expect to build 20 or 30 units.

Mitsubishi will use the new Libero station wagon as the platform for an electric-powered vehicle expected to be launched sometime in 1993.

Mitsubishi said it has no plans to export the electric vehicle to California. AN

trucks

Indicators reveal Class 4-8 revival

JOSEPH BOHN
Truck Editor

All indicators point to a big revival in the heavy-truck market.

The rate for net new Class 8 orders climbed to 14,900 in April from 9,530 in April 1991, according to a preliminary report by Rothschild Inc., a New York investment firm.

Net new orders started with 10,550 in January, climbed to 11,822 in February and 12,437 in March. They reached their highest level in 15 months during April, according to Rothschild.

April orders were at a seasonally adjusted rate of about 190,000 units, the investment firm said.

At the same time, the cancellation rate on previous orders continued at the relatively low level of less than 10 percent during April.

Production rates are rising and expected to increase sharply by the second half of the year. That's to rebuild dealer inventories as well as to respond to increased demand, according to Frank Prezelski, an analyst with Rothschild.

If the order pattern continues, even though the rate of gain slows, U.S. retail sales of heavy trucks in 1991 should reach 110,000 to 120,000, Rothschild said. That would be up 11.0 to 21.0 percent from 1991 levels.

North American factory sales are expected to exceed 120,000 units this year.

Calendar 1993 should see North American factory sales exceed 160,000 units, exclusive of any prebuying caused by increased costs of 1994 model diesel engines.

Costs of the engines are expected to increase due to tighter emissions standards and the possibility of mandated anti-lock braking systems.

Class 8 sales totaled 10,864 in April, up 38.3 percent from a year ago, according to *Automotive News* and the Motor Vehicle Manufacturers Association.

Class 8 sales of 33,709 for the first four months of 1992 exceeded the same period of last year by 5.3 percent.

The medium-duty market is also recovering, though at a slower rate than Class 8.

Class 4-7 sales in April of 12,086 were just slightly below 12,192 during the same period last year. Four-month medium-duty sales of 42,967 were just ahead of 42,560 last year.

Dealership parts certification in works

DETROIT — The heavy-truck industry is trying to improve the professionalism of dealership parts personnel.

Industry groups and heavy-truck manufacturers have hired the National Institute of Automotive Service Excellence to develop a parts personnel certification program.

Ronald Weiner, president of the institute, called the program a natural follow to its truck technician testing and certification program, which he said has gone over very well.

The new dealership certification program is supported by the American Truck Dealers Division of the National Automobile Dealers Association, the Motor Vehicle Manufacturers Association and heavy-truck manufacturers.

The certification process includes a test covering product knowledge, communications and sales skills.

It will improve the marketing of truck parts and service, and ultimately benefit consumers as well as truck dealerships, according to Thomas Hanna, MVMA president.

The National Institute of Automotive Service Excellence plans to have the truck parts personnel test available at 500 testing centers in November, Weiner said.

in brief

TRUCKS

Navistar to launch smokeless diesel

CHICAGO — Navistar International Transportation Corp. in September will begin offering its "smokeless diesel" engine that meets 1994 emissions regulations.

The DTA 466, a 7.6-liter six-cylinder diesel rated at 210 horsepower and 646 pounds-feet of torque, will be available in selected 3000-series school buses and 4000-series medium-duty 1993 trucks, according to Dan Ustian, vice president and general manager of the Engine Division.

The engine uses a high-pressure mechanical fuel injection system and runs on low sulphur fuel, which will be required in all 50 states by October 1993.

Ford to upgrade Aeromax model

SAN FRANCISCO — Ford Motor Co. is planning a special, limited-edition version of its Aeromax Class 8 truck. It will be called the Hard Runner.

Ford showed the upscale, image-builder model at a dealer meeting. The Hard Runner will be offered this fall, featuring leather seats, upgraded stereo and other eye-catching equipment.

John Merrifield, Ford heavy-truck sales manager, said only a few hundred units of the special model are planned.

Idealease slates safety seminars

BARRINGTON, Ill. — Idealease Inc., a major truck leasing and rental firm, and Harco National Insurance Co. of Rolling Meadows, Ill., are conducting safety and compliance seminars in various cities through August.

Idealease, with more than 15,000 vehicles in service and 300 locations in North America, recently added Altruck Leasing Systems in Cambridge, Ontario.

Big truck show set for July 23

ANAHEIM, Calif. — The 31st annual International Trucking Show will be held July 23-25.

This year's event will have more seminars and special features, according to Gary Sherrard, show president, and Joel Anderson, executive vice president of the sponsoring California Trucking Associations.

APRIL 1992 TRUCK SALES BY GVW

	Apr. 1992	Apr. 1991	4 mos., 1992	4 mos., 1991
Class 1-3	124,592	102,984	424,219	359,752
Class 4	1,478	1,790	4,910	6,752
Class 6	486	403	1,601	1,578
Class 7	1,653	2,025	6,584	6,872
Class 8	1,294	558	3,852	2,476
FORD	**129,503**	**107,760**	**441,166**	**377,430**
Class 6	22	0	77	0
Class 7	154	0	383	0
Class 8	2,327	1,739	7,890	7,218
FREIGHTLINER	**2,503**	**1,739**	**8,350**	**7,218**
Class 1-3	97,809	90,839	338,299	329,747
Class 4	334	169	991	438
Class 5	8	13	27	46
Class 6	132	286	552	1,194
Class 7	393	533	1,626	2,048
CHEVROLET	**98,676**	**91,840**	**341,495**	**333,473**
Class 1-3	29,575	24,365	100,449	85,183
Class 4	152	142	506	284
Class 5	28	40	135	138
Class 6	1,531	387	5,847	1,424
Class 7	1,242	2,121	3,778	5,152
GMC	**32,528**	**27,055**	**110,715**	**92,181**
Class 7	18	20	51	65
Class 8	1,325	801	4,001	3,606
KENWORTH	**1,343**	**821**	**4,052**	**3,671**
Class 6	36	45	134	168
Class 7	82	61	270	226
Class 8	1,154	1,061	3,175	3,491
MACK	**1,272**	**1,167**	**3,579**	**3,885**
Class 6	99	23	226	101
Class 7	21	54	82	195
MERCEDES-BENZ	**120**	**77**	**308**	**296**
Class 4	0	0	0	7
Class 5	0	1	6	16
Class 6	618	808	2,083	2,415
Class 7	2,728	2,333	9,350	10,424
Class 8	2,349	1,925	6,763	8,730
NAVISTAR	**5,695**	**5,067**	**18,202**	**21,592**
Class 7	8	8	51	66
Class 8	928	799	3,285	3,144
PETERBILT	**936**	**807**	**3,336**	**3,210**
Class 7	101	59	276	146
Class 8	1,398	891	4,455	2,973
VOLVO/GM HEAVY	**1,499**	**950**	**4,731**	**3,119**
Class 1-3	0	22	3	103
Class 4	10	2	95	2
Class 5	26	29	133	141
Class 6	45	38	195	200
Class 7	24	30	275	176
HINO	**105**	**121**	**701**	**622**
Class 1-3	45	38	307	164
Class 5	41	31	246	240
Class 6	34	23	251	104
Class 7	17	23	109	117
NISSAN DIESEL	**137**	**115**	**913**	**625**
Class 1-3	594	801	2,016	2,409
Class 4	163	98	648	311
Class 5	60	245	268	319
Class 6	186	94	606	277
Class 7	14	17	80	72
ISUZU TRUCK	**1,017**	**1,255**	**3,618**	**3,388**
Class 1-3	143	197	605	602
Class 5	65	72	228	213
Class 6	60	42	205	135
Class 7	17	37	82	138
MITSUBISHI FUSO	**285**	**348**	**1,120**	**1,088**
Class 1-3	0	151	0	604
Class 4	0	49	0	196
Class 5	0	25	0	100
Class 6	0	16	0	64
IVECO TRUCKS*	**0**	**241**	**0**	**964**
WESTERN STAR Class 8	**63**	**44**	**215**	**232**
Class 1-3	156,864	132,046	549,666	489,062
Class 6, 7, 8	26	37	73	149
OTHER TRUCKS	**156,890**	**132,083**	**549,739**	**489,211**
CLASS 1-3	**409,622**	**351,443**	**1,415,564**	**1,267,626**
CLASS 4	**2,137**	**2,250**	**7,150**	**7,990**
CLASS 5	**228**	**456**	**1,043**	**1,213**
CLASS 6	**3,249**	**2,185**	**11,777**	**7,660**
CLASS 7	**6,472**	**7,321**	**22,997**	**25,697**
CLASS 8	**10,864**	**7,855**	**33,709**	**32,819**
TOTAL TRUCKS	**432,572**	**371,490**	**1,492,240**	**1,342,205**

*1991 figures are Automotive News estimates.

Source: Automotive News Data Center and MVMA

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BONANZA

Sport-utilities pace 1992 sales upturn

continued from PAGE 1

pany spokesman. Chrysler had planned to reduce Cherokee output to one shift at the beginning of the 1993 model year.

Chrysler expects to sell 130,000 Cherokees in the 1992 model year, more than twice as many as originally forecast, according to Bernard Robertson, general manager of Jeep and truck engineering.

It projects 100,000 Cherokee sales in the 1993 model year, even with acceleration of the new Grand Cherokee. The latter is expected to generate another 170,000 sales.

To ensure Cherokee's continued success, Chrysler notified dealers it will reduce the price of the base 1993 two-door, two-wheel-drive model to "around $13,000" from the current $14,831 (including $485 in destination charges).

Chrysler also will revise its Cherokee Sport, Laredo and Limited series into base, mid-line and high-line Country models. The mid-line model has not been packaged or named yet. The high-line Country will run around $20,000.

The Grand Cherokee prices range from $19,000 to $27,000.

Chrysler sold 2,417 Grand Cherokees in March and 4,877 in April. The total is "somewhat ahead" of plan, according to Robertson.

He said the company's goal was never to outsell Ford's Explorer, but simply to "sell out" the straight-time, 170,000-unit capacity at the Jefferson North plant in Detroit.

"If we get 25 percent of the sport-utility market, we'll be happy," Robertson said. Jeep had 23 percent in the first four months of 1992.

Ford's Explorer has demonstrated the potential of the segment. Ford sold 250,059 Explorers in calendar 1991, and Explorer sales ran 26.5 percent ahead of that pace during the first four months of this year with 97,056 deliveries.

The Explorer accounted for 34.2 percent of compact sport-utility sales during the first four months. And it helped domestic manufacturers increase their share of the segment.

Domestic makers grabbed 81.9 percent of the compact sport-utility segment during the four-month period, compared with 77.0 percent a year ago.

Sport-utilities are important profit sources for dealers and factories alike.

Koons Ford's Gale says the dealership grosses $1,400 per Explorer.

John Casesa, an analyst with Wertheim Schroder & Co. in New York, estimates Ford and Chrysler earn $6,000 on every luxury sport-utility.

The median transaction price for a compact sport-utility in 1991 was $19,200, according to a study conducted for Ford Motor Co.

The Explorer's median selling price was higher than $20,000; the Chevrolet Tracker's was $11,800. Toyota's Land Cruiser topped the list at $26,300, according to an outside study done for Ford Motor Co.

Because of their diverse prices and appeal, sport-utilities attract buyers ranging from outdoor enthusiasts to yuppies and retirees.

Some 55 percent of their buyers come out of the car market; 17 percent are previous sport-utility owners; and 13 percent are former pickup truck owners, according to the research conducted for Ford.

Only 5 percent are former van owners, and another 5 percent are previous owners of full-sized sport-utilities. Thus, there's little competition with those segments. The other 5 percent either didn't specify or had never bought a vehicle before.

Demographically, buyers have a median age of 38.5 and median income of $55,500, according to Joel Pitcoff, Ford manager of research and analysis.

Some 66 percent of drivers are male; 74 percent are married; and about half are college graduates.

Small sport-utilities, like the Geo Tracker, are popular with younger buyers and female drivers, according to Kurt Ritter, Chevrolet truck marketing manager.

Ritter added that the increased availability of domestic four-door models, beginning in the 1990 calendar year, really put the market into high gear.

The four-door models account for 80 percent of the compact sport-utility market, Ritter said.

Chevrolet has been adjusting its mix toward that industry trend, he added. Chevrolet's S-Blazer sales jumped 36.0 percent in late April after it adopted a $1,500 rebate to counter competitors' pricing actions, Ritter said.

Chevrolet has no current plans to offer a price-leader version of the S-Blazer, but it is keeping its options open as it studies the market, Ritter said.

Engineering Editor Jack Keebler contributed to this report.

SPORT-UTILITY SALES BY MODEL

	4 months 1992	4 months 1991	Percent change 92 vs. 91
COMPACT			
Daihatsu Rocky	1,685	1,108	52.1
Jeep Cherokee	49,440	34,595	42.9
Grand Cherokee	7,294	—	—
Wrangler	17,384	12,591	38.1
Ford Explorer	97,056	76,750	26.5
Chevrolet Geo Tracker	9,485	9,147	3.7
S10 Blazer	38,506	38,957	– 1.2
GMC S15 Jimmy	10,083	9,350	7.8
Oldsmobile Bravada	4,767	2,947	61.8
Isuzu Amigo	2,499	2,531	– 1.3
Trooper	2,484	8,654	–71.3
Rodeo	11,823	7,045	67.8
Mazda Navajo	2,294	3,312	–30.7
Mitsubishi Montero	2,375	3,386	–29.9
Nissan Pathfinder	9,632	11,631	–17.2
Suzuki Samurai	1,095	1,741	–37.1
Sidekick	4,590	4,279	7.3
Toyota 4Runner	11,638	13,023	–10.6
TOTAL COMPACT	**284,130**	**241,047**	**17.9**
FULL-SIZED			
Dodge Ramcharger	1,391	2,181	–36.2
Jeep Grand Wagoneer	—	1,300	—
Ford Bronco	8,057	8,437	– 4.5
Chevrolet Suburban	12,709	11,569	9.9
Blazer	5,030	3,674	36.9
GMC Yukon/Jimmy	1,408	965	45.9
Suburban	5,248	4,496	16.7
Range Rover	1,117	981	13.9
Toyota Land Cruiser	2,469	2,736	– 9.8
TOTAL FULL-SIZED	**37,429**	**36,339**	**3.0**
TOTAL SPORT-UTILITY	**321,559**	**277,386**	**15.9**

Source: Automotive News Data Center

ONE-PRICE

System appeals to buyers, dealers

continued from PAGE 1

Agoura Hills, Calif., is studying the trend. The research and consulting firm reports that many of the 40 to 45 dealers it has identified now want to push the idea onto second and third franchises.

"This has a chance," says Power account director Doris Ehlers. "Dealers like it, and it will continue growing."

One-price stores still represent less than one-half of 1 percent of the nation's 23,000 new-car dealerships. And there are pitfalls. Dealers can create more ill will than ever if they make a haggle-free sale, then snare the customer in a trade-in deal or lopsided finance and insurance plan.

"I don't think it's going to be viable in the long run," predicts Dave Towell of Akron Nissan-Cadillac in Akron, Ohio, who sells his cars the traditional way.

"I think we all agree that the single biggest negative in buying a car is haggling," Towell says. "Unfortunately, we're in a business that has negotiable price points. As long as people want to trade in old cars, add and subtract options, we'll keep negotiating."

ONE-PRICE CONFERENCE

Still, the converts are growing. Last week, J.D. Power brought 18 no-haggle dealers together in Washington for what the firm called "a networking discussion to find out what's happening."

And in related efforts, automakers are exploring ways to simplify sales. Saturn Corp.'s 162 stores already espouse no-haggle selling as part of the company's general policy. Ford Motor Co. has also experimented with one-price selling on its Escort line.

Owners of the no-dicker stores insist it is more than the latest gimmick.

"We car dealers are out of step with the consumer," declares Earl Stewart, a second-generation Pontiac dealer in West Palm Beach, Fla., who made the change six months ago. "No other products are sold the way cars are. It's all changing. Consumers don't like buying the way we've traditionally sold."

Enthusiastic dealers report that the change to one-price retailing has spurred new sales, improved customer satisfaction ratings, reduced sales-force turnover and bolstered profit margins.

Stewart watched sales at his 55-year-old dealership dwindle from 130 new cars a month to 30 a month before he switched over last November. The dealership is now selling 100 a month, all at firm prices. March and April were the first profitable months since 1989.

On the other side of the state, in St. Petersburg, Swanson Chrysler-Plymouth reports a 300 percent gain in monthly sales over last year since starting a one-price system in January.

In Grand Forks, N.D., Chevrolet dealer Wes Rydell reports a 30 percent sales increase since adopting the idea last year. He has introduced it in three other of his eight Midwest stores.

In Beaverton, Ore., where Ford dealer Randy Francis helped pioneer the concept 20 years ago, Damerow Ford is retailing more than 3,500 vehicles a year without any price negotiation.

"Dealers have been calling me from all over the country," Francis says. "What we're seeing is a move toward price integrity. People have been confused about prices. They don't believe us anymore. They want to know the real value of what they're buying."

A cottage industry has also sprung to life for training classes and consulting on the practice.

For $3,000, you can spend two days at Jim Barkley Toyota in Asheville, N.C., watching no-haggle sales, perusing financial records and obtaining advice. Houston Chevrolet dealer Bob Marco offers an eight-hour seminar for $1,500.

The trend is showing up in different guises, especially beyond the car sale itself. Some stores say they still haven't figured how to — or whether to — put their finance and insurance profit centers onto a no-haggle system. Similar questions apply to used cars and trade-ins.

A few dealers have included their used-car operations so far.

"The common thinking is that you can't sell used cars without negotiating," says Rydell. "We find that putting firm prices on our used cars is a very effective sales tool."

> "We car dealers are out of step with the consumer. They don't like buying the way we've traditionally sold."
>
> **EARL STEWART**
> FLORIDA PONTIAC DEALER

Aggressive haggling on trade-ins can undermine the new customer trust, proponents warn. Stewart resolved the question by sending all trade-ins to auction.

He assures customers that if the auction price turns out to be more than his trade-in allowance, he'll refund the difference. He gives customers a certified bill of sale from the auction, and has refunded as much as $900 on under-appraisals.

"You've got to be totally credible with the customer if this thing's going to work," he reasons.

Some dealers have added controversy to the trend by slashing their sales staffs to the bone. Jim Barkley Toyota made the switch to non-negotiable prices last month and cut its sales staff from 13 to three. Those three are selling about 70 vehicles a month — about 10 percent more than the 13 did.

A smaller sales staff enables Barkley to put its own $15,997 sales sticker on a Camry LE that lists for $18,136.

Stewart's plan to convert his Pontiac dealership caused panic throughout the store. Fear of sales staff layoffs and skepticism about the general concept led to grumbling and some resignations. They included the general sales manager, whom Stewart talked into coming back.

Stewart ended up hiring additional sales personnel to run the store — but with a twist. He specified that each new salesman would have no previous automotive sales experience. And each would be trained in the new philosophy.

NADA IS CRITICAL

That issue is bringing criticism from some industry corners, including the National Automobile Dealers Association. Tom Webb, senior industry analyst, says eliminating sales staffs "doesn't bode well for the industry."

Adds NADA spokesman Ted Orme, "There's a need for changes in industry sales tactics out there, but firing salesmen is not the way to improve sales practices."

Ironically, the trend is gaining momentum just as NADA is launching its own effort to improve sales tactics. Its new sales- certification program, which started in April, seeks to instill more professionalism in sales personnel. So far, about 1,400 people have ordered the NADA courses.

On the manufacturer end, Ford tiptoed into the no-haggle waters last September with fixed prices on Escort LX models in test markets. Last week, the carmaker took the plan nationwide.

The Ford program differs from the dealer plans because it only covers one specific model. It's also intended to reduce the confusion that surfaces when a single car line carries many different list prices.

Lee Miskowski, general manager of the Lincoln-Mercury Division, thinks that dickering will still have its place.

"The reason that negotiating will never go away is because of the nature of the business," Miskowski says. "For every focus group where you find people who can't stand haggling, you'll find two or three who want it."

But proponents make their case with a passion.

"Customers don't like the game of being manipulated," says Robert Kamm, general manager of Valley Mazda-Hyundai in San Luis Obispo, Calif., which made the switch last year.

"The negotiating process in this economic climate is becoming a blood bath. Salesmen go back and forth to managers over prices. It's laborious to the point of making the participants hate each other. What's the value of that? How does that help us or the customer?

"This isn't about price cutting," Kamm says. "It's about an ethical awakening, and it's going on in businesses all over the country. My belief is that if we can transform this from a business of deception and pressure to one of genuine service, we'll have demonstrated something to the business world."

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

BUICK (1992) models, expires Aug. 12)
Regal $1,500

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)
Audi 100 and 200 $1,500
Audi 90 $1,000
Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)
750iL (1991) $10,000

CHEVROLET (1992 models, expires June 4)
Corvette ZR-1 $2,000
Other Corvette $1,000

CHRYSLER CORP. (1991-92 models; expires June 30)
Chrysler Imperial, New Yorker Fifth Avenue and Salon $1,000-2,000, based on number sold
Dodge Dynasty $1,000-2,000, based on number sold
Stealth 0-$1,000, based on number sold
Jeep Cherokee $750

HONDA (1992 models, expires May 30)
Civic 4-door $400
Accord $750

ISUZU (expires June 30)
Impulse (1990-91) $2,500
Impulse (1992) $1,500
Impulse (1990-92, California and Southwest region) $2,500
Stylus (1991) $800-1,100
Stylus (1992) $600-800
Stylus (1991, Calif.) $800-2,000
Pickup (1990-92) $500-1,500, based on number sold
Rodeo (1990-92) $500-1,250, based on number sold
Trooper (1990-91) $750
Dealer has the option of sharing rebate with buyer.

LOTUS (1991, no expiration date)
Elan $5,000
Esprit Turbo $11,000-15,000

MITSUBISHI (1991-92 models, expires July 6)
Mirage $500-1,000, quota
Galant $1,000-1,500, quota
Galant VR-4 $500-3,000, based on number sold
(Galant VR-4 payments are in addition to other Galant rebates.)
Eclipse 7% of sticker, starts with second sale
Pickup $1,000-1,500, quota

NISSAN (1992 models, expires July 6)
Stanza $1,500-2,000
240SX (exclude convertible) $1,300
Maxima GXE $1,000
Sentra $700-1,000
Pickups $1,000-1,750

PEUGEOT (no expiration date)
405 $5,000
505 $6,000

PONTIAC (1992 models, expires June 4)
LeMans $1,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)
911 Carrera 2, 928 $9,500
911 Carrera 4 $13,500
911 Turbo $14,000

SUBARU (expires June 2)
Legacy (1991) $1,000
Legacy (1992)
LS, LSi Sport Sedan $500 or $1,500, depending on invoice date
All other $1,000 or $1,500, depending on invoice date

SUZUKI (expires Aug. 3)
Swift (1992) $400-700
Sidekick (1992) $700-1,500
Swift (1991) $700-1,000
Sidekick (1991) $500-1,000

TOYOTA (expires June 2; 1991-92 models unless otherwise noted)
Corolla (1992) $700-1,200, quota
Tercel 0-$500, quota
Pickups (non-base) $400-1,000, quota
Pickups (base) $700-1,300, quota
Camry Deluxe sedan (1992; area served by Gulf States Toyota)

VOLKSWAGEN (no expiration date)
Passat (1991) $1,500
Jetta, Fox, Golf (1991) $500
All 1990 cars $500-1,500

VOLVO (1992 models; expires May 31)
240-GL, 940-GL $1,000

Porsche prepares lease program

WILLIAM R. DIEM
Assistant Managing Editor

Porsche Cars North America will roll out a national lease promotion soon after Porsche Credit Corp. begins operating in early June and back the campaign with national and regional newspaper advertising.

"You're going to see some monthly lease figures in the advertising," said Porsche spokesman Ed Triolo.

"It's going to motivate some people to take a good look."

Porsche sales fell 52 percent last year; through April this year they dropped 3.8 percent.

Porsche will advertise the lease program in the *Wall Street Journal* and in dominant regional newspapers.

Triolo said some dealers in areas such as Chicago, where sales are very seasonal, are upset because the program was not ready earlier in the year.

In January, Porsche officials said Porsche Credit Corp. would start operating in April.

But in March, Porsche AG of Germany replaced Brian Bowler, who had been president of Porsche Cars North America, with Frederick Schwab.

Schwab was senior executive vice president of the marketing company and he also was president of the nascent captive finance company.

Porsche immediately replaced Schwab at the finance company with Ross Dupper, who retains his post as vice president for finance at Porsche Cars North America. But all the changes at the top delayed the startup of the captive finance company.

Porsche Credit is designed to support dealers with retail sales and leases of new and used Porsches.

"Used cars are very important to some of our dealers," said Triolo.

In addition to the national lease program, the company will offer a variety of individual retail products, like balloon financing, but it does not plan to offer floorplanning support.

Porsche has a lot of customers who signed five-year leases on 944s in the mid-1980s.

The company hopes the new 968, RS America 911 and leasing support are the right kinds of products to retain those customers for a few more years.

"We're right now in the middle of the sign-up phase with dealers, conducting briefings around the country," said Triolo.

"In all of our conversations with dealers and the dealer council, this has been a prime focal point. The dealers are looking forward to it."

'93 Escort, Tracer debut with rebates

ARLENA SAWYERS
Staff Reporter

Ford Motor Co.'s 1993 Ford Escort and Mercury Tracer rolled into dealerships with consumer rebates as part of their one-price structure.

The rebate on standard and LX Escorts is $400 on models with manual transmission and $200 with automatic transmission. The rebate on Tracer four-door sedans and wagons is $200. The incentives expire June 30. With the rebate, one-price Escort LX models may be advertised at $10,499 with manual transmission, and Tracers may be advertised at $10,999.

Also, rebates on 1991 and 1992 Escort and Tracer models were revised. The rebates now range from $400 to $1,000 depending on region and model. The previous rebates ranged from $500 to $1,000.

Ford also has brought back its $1,000 rebate on 1992 Ford Crown Victorias to owners of Ford Motor Co. products. It is in addition to the standard $500 rebate. It runs through September.

Buick is offering dealers $1,500 on sales of 1992 Regals. Customers can finance 1992 Regals and Skylarks for 3.9 percent for 48 months. The program started May 20 and expires Aug. 12.

Special Correspondent Charles E. Ramirez contributed to this report.

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

FORD MOTOR CO. (1993 models, expires June 20. In lieu of rebates, 7.9 percent financing is available.)
Ford Escort $200-400
Mercury Tracer $200

CONTINUING PROGRAMS

CHRYSLER CORP.
Expires June 30. Finance rates in lieu of rebates are 0 to 9.9 percent.

1991-92 models
Chrysler Imperial, New Yorker Fifth Avenue $1,500
N.Y. Salon, LeBaron sedan $1,000
LeBaron coupe, conv. (1992) $1,000
LeBaron coupe, conv. (1991) $500
Dodge Monaco, Daytona (1991 only) $1,500
Shadow, Dynasty, Spirit $1,000
Colt 3-dr. (Northeast) $700
Daytona (1992), Colt $500
Dodge Ramcharger $2,000
Ram pickup (gas) $1,500
Ram wagon (van and conversion) $1,000
Dakota $750
Ram 50 $500
Eagle Premier $1,500
Talon awd (1992) $1,500
Other Talon (1991-92) $1,000
Summit 4-dr. (1992) $1,000
Other Summit (1991-92) $500
Summit 3-dr., 4-dr. (Northeast) $700
Jeep Cherokee $1,500
Comanche $750
Wrangler $500
Plymouth Acclaim, Laser awd (1992) $1,500
Other Laser (1991-92) $1,000
Sundance $1,000
Colt 3-dr., (Northeast) $700
Colt, Colt Vista $500
All minivans (Calif., Hawaii) $1,000
All minivans (elsewhere) $500

FORD MOTOR CO.
1992 models
Expires June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.
Ford Probe $1,500
Thunderbird Sport, SC (Calif. only) $1,500
Taurus SHO $1,000
Other Taurus, Mustang $500-1,000
Escort $400-1,000
Thunderbird, Tempo, Crown Victoria, Festiva $500
Crown Victoria (expires Sept. 30) For owners of Ford Motor products $1,000
Ford Bronco, Econoline (RV) $1,000
Ranger $750-1,000
Aerostar $500-1,000
F series $400
Lincoln (all) $1,500
Mercury Sable $500-1,000
Capri $750
Tracer $400-1,000
Topaz, Cougar, Grand Marquis $500

1991 models
Expires June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.
Ford Thunderbird, Probe $1,500
Mustang $1,000-1,500
Festiva $1,000
Escort $750
Taurus SHO $600-1,000
Other Taurus $400-1,000
Tempo $400
Ford Bronco, Econoline E150 RV $1,000
Aerostar $400-1,000
Ranger, F series, other Econoline $400
Mercury Capri $2,000
Sable, Cougar $1,500
Tracer $750
Topaz $400

GENERAL MOTORS
1992 models
Expires June 4, unless otherwise indicated. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.
Buick (based on option package ordered)
Riviera $2,000
Roadmaster $1,000
Century, LeSabre $250-1,250
Regal, Skylark $500-1,250
Cadillac (expires June 30) DeVille, Brougham $1,500
Chevrolet Geo Metro conv. (expires Sept. 23) $1,000
Other Metro (expires Sept. 23) $500
Geo Prizm (expires Sept. 23) $1,000
Geo Storm (expires Sept. 23) $750
Lumina $750
Cavalier, Camaro, Corsica, Beretta, Caprice $500
S/T Blazer $1,500
G-Van (upfit) $1,000
S/T pickup, Lumina APV $750
Geo Tracker (expires Sept. 23) $750-1,000
Other G-Van $500
Astro $500
C/K pickup (exclude Crew Cab) $400
C/K pickup (extended cab) $400
GMC S15 Jimmy (exc. Typhoon) $1,000
Sonoma (exc. Syclone) $750
Sierra (exclude Crew Cab) $400
Safari $500
G-Van $500-1,000
Oldsmobile (regional) Toronado, Silhouette, Bravada $1,000-2,000
Custom Cruiser $1,000-1,500
Cutlass Ciera $1,000
Cutlass Supreme $750-1,500
Ninety Eight, Eighty Eight $500-1,250
Pontiac Grand Prix, Trans Sport $750
Sunbird, Grand Am, Firebird, Bonneville $500

1991 models
Chevrolet Geo Storm (expires Sept. 23) $750

HYUNDAI (expires June 2)
Excel (1991) $1,200
Excel (1992) $500-600
Elantra (1992) $1,000
Scoupe (1991) $1,000-1,500
Scoupe (1992) $750
Sonata (1991) $2,000
Sonata (1992) $1,500

MAZDA (1992 models, expires July 6)
Protege, MX-6 $1,400
626 $1,200
Navajo $500-1,500
Pickups $500-1,400
Navajo and pickup rebates vary by model and region.

SUBARU (expires June 2)
Loyale (1991-92, fwd sedan, awd wagon) $500

PARTS

Ford hikes markup for warranty parts

continued from PAGE 1

Ford is basing the increase on model years.

"We're asking for 40 percent across the board (from Chrysler)," Galeana said. "But we'd take the same thing if we have to."

The amount the factories pay for warranty work has been an explosive issue for years.

A study released by the National Automobile Dealers Association shows dealers lost an average $63,000 annually with the 30 percent markup.

The industry had expected GM to lead the way on the markup issue during the NADA convention in Dallas last February. According to GM dealers, GM was expected to increase payments to 40 percent this year, 45 percent next year and 50 percent in 1994.

Wagner: We recognize their needs.

But GM spokesman Duane Poole said there are no plans to increase the payments in the near future, a position that disappoints GM dealers.

"We had some good vibes there at one time" from GM, said Frank Anderson, former NADA president and owner of Sir Walter Chevrolet Co. in Raleigh, N.C.

Like Galeana, Anderson said he's disappointed that Ford is not making the increases retroactive, but he said Ford's new policy "shows a good faith effort." Anderson believes GM must "make some sort of move."

Tom Wagner, general manager of Ford's Parts and Service Division, concedes that "40 percent is not quite as much" as the dealers wanted, but he said the company realized some increase was needed.

"The dealers are faced with a lot of things that we (Ford) and the government are imposing on them," Wagner said. Those things include costs for hazardous waste removal and much more sophisticated equipment and people to operate that equipment.

"This says we recognize their needs," Wagner said. "Instead of fighting, we need to band together for customer satisfaction."

Some Ford dealers aren't happy. Ed Mullane, a dissident New Jersey Ford dealer and president of the Ford Dealers Alliance, an association of 1,700 Ford dealers, said, "I'm not ecstatic at all. They know they're not paying adequately."

But the leader in the parts markup fight, Ford dealer Clark Spikes, credits Ford with "moving in the right direction." Spikes, owner of Spikes Motor Co. in Mission, Texas, said the increase is "better than nothing."

According to NADA figures, warranty work represented an average 15.9 percent of dealer repairs in 1989, 17.4 percent in 1990 and 17.8 percent last year.

Kurt Johnson, chairman of the Ford Dealer Council, praised Ford's leadership role on this issue. He said the increase is the result of successful negotiations between the factory and the council, and he said dealers never really expected to get the raises retroactively.

He said, "This shows the trust between the company and the council to enhance customer satisfaction."

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario †

†Plant closed for retooling until spring 1992.
Source: Automotive News Data Center

Jaguar and Orbital plan two-stroke

DIANA T. KURYLKO
Staff Reporter

Jaguar Cars Ltd. and Orbital Engine Corp. said last week they have developed a new two-stroke, six-cylinder engine that could power the luxury maker's cars by the end of the decade.

A Jaguar spokesman said, however, that the V-6 probably could not go into production until the late 1990s, pending further breakthroughs in catalytic converter technology. That would appear to rule out having the engine ready for the anticipated 1998 introduction of the X200, Jaguar's proposed all-new small sedan.

Jaguar, which is slapped with gas-guzzler penalties on its V-12 engine in the United States, desperately needs a more efficient powerplant to meet tighter new pollution requirements being phased in. Jaguar said last week the new V-6 has the potential to deliver the same horsepower — 350 — as its new V-12 engine and is 40 percent lighter.

Jaguar said the engine has been under development for 4½ years at the company's research center in Coventry, England; at Orbital's facilities in Australia; and at Queens University in Belfast, Northern Ireland. The company said the next phase is to develop a 350-hp demonstrator engine, which may come in two years.

The Australian companyis building a plant in Tecumseh, Mich., to produce two-stroke engines. It has licensing agreements with General Motors, Ford Motor Co., Fiat Auto S.p.A. and Volkswagen AG.

Special Correspondent Pedr Davis in Sydney, Australia, contributed to this report.

Chrysler signs Malaysia deal

HIGHLAND PARK, Mich. — Chrysler Corp. has signed a licensing agreement with MBf Automobile Sdn Bhd for the assembly, distribution and sale of right-hand-drive Jeep Cherokees for the Malaysian market.

Assembly is expected to begin in 1993. Malaysia's four-wheel-drive market has grown an average of more than 60 percent annually for the past four years and further growth is expected, Chrysler said.

Joseph Cappy, Chrysler vice president of international operations, said "a major percentage" of the Cherokee components will be built in North America and shipped for assembly.

MBf Holdings is a conglomerate involved in automotive distribution, financial services, manufacturing and property management.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 5/18-5/23/92	Actual 5/11-5/16/92	5/1 5/23/92	Year 1/1-5/23/92	Year 1/1-5/25/91
LeBaron J	1,500	1,532	4,881	22,292	19,076
New Yorker	375	439	1,262	6,687	3,111
Fifth Avenue	1,125	1,160	3,493	13,497	12,215
Imperial	170	176	529	2,167	2,945
Town & Country (trk.)	400	383	1,287	5,835	1,352
Total Chrysler Div.	**3,570**	**3,890**	**11,452**	**50,478**	**38,699**
Sundance	1,650	1,620	5,251	23,172	16,586
Acclaim	1,750	1,669	5,358	31,219	32,114
Voyager (trk.)	2,600	2,474	7,742	38,193	34,974
Voyager (Can. trk.)	2,260	2,082	7,599	53,966	42,492
Total Plymouth	**8,260**	**7,845**	**25,951**	**146,550**	**126,186**
Daytona	350	354	1,195	4,993	4,936
Shadow	3,150	3,036	9,767	37,083	19,149
Dynasty	2,150	2,397	7,006	31,674	47,251
Spirit	1,650	1,736	5,519	29,129	28,329
Viper	0	5	13	30	0
Monaco (Can.)	0	0	0	0	1,679
Caravan (trk.)	3,000	3,018	9,668	49,782	44,099
Caravan (Can. trk.)	3,070	2,923	10,431	71,320	57,535
Caravan C/V (trk.)	50	74	204	1,244	1,813
Caravan C/V (Can. trk.)	170	180	585	3,431	11,293
Dakota (trk.)	3,450	3,209	10,345	52,701	31,199
Ram pickup (trk.)	1,150	1,071	4,029	24,741	31,100
Ram wagon (Can. trk.)	470	439	1,591	9,895	9,099
Ram van (Can. trk.)	1,505	1,435	5,081	25,946	15,960
Total Dodge	**20,165**	**19,879**	**65,436**	**341,969**	**303,462**
Premier (Can.)	0	0	0	0	3,225
Cherokee (trk.)	3,600	3,657	10,819	57,051	46,123
Comanche (trk.)	50	4	98	964	2,130
Grand Cherokee (trk.)*	2,350	2,209	6,863	22,314	777
Briarwood (trk.)	0	0	0	325	1,178
Wrangler (Can trk.)	0	0	0	29,026	21,944
Total Jeep-Eagle	**6,000**	**5,870**	**17,780**	**109,680**	**75,377**
Total U.S. car	**13,878**	**14,126**	**44,274**	**201,943**	**185,712**
Total Can. car	**0**	**0**	**0**	**0**	**4,904**
Total U.S. truck	**16,650**	**16,099**	**51,056**	**253,150**	**194,745**
Total Can. truck	**7,475**	**7,059**	**25,288**	**193,584**	**158,343**
CHRYSLER CORP.	**37,995**	**37,284**	**120,619**	**648,677**	**543,704**
Escort	5,671	5,588	18,226	69,962	76,745
Mustang	2,820	2,826	9,029	37,259	29,191
Tempo	3,856	3,941	11,814	55,248	43,041
Tempo (Can.)	2,639	2,707	6,015	48,852	44,464
Taurus	10,217	10,025	31,180	155,209	131,456
Thunderbird	2,168	2,160	6,769	34,268	30,588
Crown Victoria (Can.)	2,199	2,230	7,743	42,091	36,286
Aerostar (trk.)	4,210	4,225	13,435	74,741	59,956
Bronco (trk.)	720	719	2,297	9,269	4,951
Explorer (trk.)	6,702	6,586	20,975	128,819	111,914
Mazda Navajo (trk.)	150	152	476	2,280	5,267
Econoline (trk.)	4,489	4,607	14,573	79,362	50,074
Heavy (trk.)	1,049	1,061	3,266	18,889	14,352
Light truck (trk.)	10,964	11,754	32,139	183,566	109,658
Light truck (Can. trk.)	2,438	2,459	8,575	58,524	37,067
Ranger (trk.)	8,412	8,599	27,160	122,974	101,221
Total Ford Division	**68,704**	**69,639**	**213,671**	**1,121,313**	**886,231**
Topaz	1,303	1,308	4,606	23,876	17,901
Topaz (Can.)	1,142	1,135	2,571	18,856	13,840
Cougar	1,442	1,462	4,808	24,643	23,153
Sable	2,885	2,686	9,022	50,895	42,130
Grand Marquis (Can.)	1,749	1,754	5,872	40,422	33,157
Mercury Villager (trk.)	243	202	610	859	0
Nissan Quest (trk.)	148	85	331	381	0
Total Mercury	**8,912**	**8,632**	**27,820**	**159,932**	**130,181**
Continental	843	842	2,651	15,869	23,488
Mark VII	0	0	0	2,375	4,114
Town Car	2,525	2,518	7,952	47,504	55,254
Total Lincoln	**3,368**	**3,360**	**10,603**	**65,748**	**82,856**
Total L-M Division	**12,280**	**11,992**	**38,423**	**225,680**	**213,037**
Total U.S. car	**33,730**	**33,356**	**106,057**	**517,108**	**477,061**
Total Can. car	**7,729**	**7,826**	**22,292**	**150,221**	**127,747**
Total U.S. truck	**37,087**	**37,998**	**115,261**	**621,148**	**457,393**
Total Can. truck	**2,438**	**2,450**	**9,575**	**58,524**	**37,967**
FORD MOTOR CO.	**80,984**	**81,631**	**252,094**	**1,348,993**	**1,099,268**
Skylark	1,587	694	3,017	24,334	34,929
Century	2,263	2,690	7,793	32,514	34,251
Regal (Can.)	2,200	2,203	7,702	37,029	45,879
Riviera	286	304	962	5,074	4,204
Park Avenue	1,513	1,528	4,940	26,473	41,146
LeSabre	4,221	4,167	13,147	62,144	34,635
Roadmaster sedan	916	1,044	2,872	18,535	0
Roadmaster wagon	200	203	652	5,218	9,579
Reatta	0	0	0	0	1,206
Total Buick	**13,186**	**12,833**	**41,087**	**211,321**	**205,829**
Eldorado	616	647	2,299	16,902	6,395
Seville	1,371	1,324	4,096	21,355	12,909
Brougham	0	0	0	2,170	8,233
DeVille	3,079	3,002	9,710	48,548	57,660
Allante	64	34	141	613	1,267
Total Cadillac	**5,136**	**5,007**	**16,245**	**89,588**	**86,464**
Cavalier	5,377	5,223	17,207	93,975	111,369
Camaro	1,592	1,800	5,299	26,853	18,433
Corsica-Beretta	4,800	4,622	16,049	83,138	99,804
Lumina (Can.)	5,400	5,432	19,070	92,482	82,779
Caprice	3,600	3,208	9,824	43,072	55,884
Corvette	581	581	2,159	8,351	9,557
Astro (trk.)	3,039	3,001	9,602	63,247	39,919
Blazer (trk.)	723	646	2,097	9,432	3,096
Lumina APV (trk.)	991	991	3,432	18,405	15,234
Mediums (trk.)	222	219	743	2,505	1,468
P-model (trk.)	695	706	2,194	9,447	6,411
Pickup (trk.)	6,434	6,608	20,959	108,085	99,563
Pickup (Can. trk.)	2,800	2,780	10,447	77,583	54,012
S10 (trk.)	3,985	4,039	13,517	75,051	104,502
S10 Blazer (trk.)	2,956	1,861	8,847	53,536	17,256
Sportsvan (trk.)	0	0	0	11,405	17,007
Sportsvan (Can. trk.)	1,300	1,303	4,792	30,008	20,525
Suburban (trk.)	1,611	1,248	4,426	19,686	10,055
Total Chevrolet	**46,106**	**44,268**	**150,664**	**826,261**	**766,874**
Achieva/Calais	2,710	3,105	8,935	50,521	34,616
Cutlass Ciera	3,158	3,753	10,759	52,663	30,587
Cutlass Ciera (Can.)	0	0	0	0	26,500
Cutlass Supreme	2,400	2,363	7,515	32,639	42,770
Toronado	94	93	301	2,744	2,778
Eighty Eight	1,458	1,459	4,887	32,335	23,377
Custom Cruiser wag.	40	45	134	1,773	4,360
Ninety Eight	923	881	2,878	13,962	30,614
Silhouette (trk.)	516	522	1,619	6,843	7,836
Bravada (trk.)	346	263	1,005	6,075	7,694
Total Oldsmobile	**11,645**	**12,484**	**38,033**	**199,555**	**211,132**
Sunbird	2,167	2,209	7,043	39,659	50,781
Grand Am	6,007	6,486	19,860	99,570	87,060
Firebird	708	885	2,426	10,057	6,119
Grand Prix	2,700	2,740	8,624	44,738	39,230
Pontiac 6000	0	0	0	0	14,061
Bonneville	2,648	2,688	8,423	42,527	21,209
Trans Sport (trk.)	1,337	1,334	4,094	14,433	9,681
Total Pontiac	**15,567**	**16,342**	**50,471**	**250,984**	**228,141**
Yukon-Jimmy (trk.)	238	230	706	2,952	926
Medium (trk.)	364	336	1,110	10,046	3,212
P-model (trk.)	55	45	142	980	1,273
Pickup (trk.)	2,687	2,711	8,482	42,243	45,784
Pickup (Can. trk.)	1,020	1,012	3,800	28,426	21,466
Syclone-Sonoma (trk.)	1,363	1,426	4,632	19,716	21,332
Typhoon-S15 Jimmy (trk.)	921	2,200	3,920	17,353	5,185
Safari (trk.)	1,377	1,391	4,195	26,074	15,763
Suburban (trk.)	999	837	2,774	12,546	9,928
Vandura (trk.)	0	0	0	5,803	7,984
Vandura (Can. trk.)	450	452	1,685	14,335	8,490
Total GMC	**9,464**	**10,640**	**31,445**	**180,474**	**141,343**
Total Saturn*	**4,630**	**4,630**	**14,816**	**77,193**	**25,477**
Total U.S. car	**61,709**	**62,498**	**196,769**	**1,019,650**	**954,520**
Total Can. car	**7,600**	**7,635**	**28,773**	**129,511**	**155,158**
Total U.S. truck	**30,849**	**30,614**	**98,494**	**535,863**	**451,109**
Total Can. truck	**5,570**	**5,547**	**20,725**	**150,352**	**104,493**
GENERAL MOTORS	**105,728**	**106,294**	**342,761**	**1,835,376**	**1,665,280**
Can. car	2,250	2,236	7,280	45,512	51,625
Can. trk.	1,350	1,337	4,336	28,128	22,835
CAMI*	**3,600**	**3,573**	**11,616**	**73,640**	**74,460**
DIAMOND-STAR*	**3,300**	**3,261**	**9,473**	**64,487**	**64,899**
Civic	2,125	2,148	6,937	38,778	38,031
Civic (Can.)	1,760	2,119	6,545	45,151	44,024
Accord	7,780	7,846	24,819	158,036	146,441
Total U.S. car	**9,905**	**9,994**	**31,757**	**198,814**	**184,472**
Total Can. car	**1,760**	**2,119**	**6,545**	**45,151**	**44,024**
HONDA	**11,665**	**12,113**	**38,302**	**241,965**	**228,496**
HYUNDAI Sonata (Can.)*	**50**	**150**	**460**	**5,507**	**13,716**
MAZDA*	**2,634**	**3,014**	**8,571**	**29,506**	**60,369**
U.S. trk.	1,550	1,537	3,398	26,269	30,667
Can. trk.	205	199	618	3,380	2,993
NAVISTAR	**1,755**	**1,736**	**4,016**	**29,649**	**33,660**
Sentra	2,285	2,201	7,258	53,804	56,932
Pickup (trk.)	2,760	2,559	8,532	55,591	55,730
NISSAN	**5,045**	**4,760**	**15,790**	**109,395**	**112,662**
Geo Prizm	1,500	1,587	5,780	36,490	41,663
Toyota Corolla	2,400	2,511	6,912	47,285	43,001
Toyota Pickup (trk.)	1,500	1,557	4,644	19,225	0
NUMMI	**5,400**	**5,655**	**17,336**	**103,000**	**84,664**
Legacy	1,170	1,184	3,780	23,962	23,039
Pickup (trk.)	450	456	1,446	9,267	0
Rodeo (trk.)	850	855	2,725	16,483	0
Total U.S. car	**1,170**	**1,184**	**3,708**	**23,962**	**23,039**
Total U.S. trk.	**1,300**	**1,311**	**4,171**	**25,750**	**20,254**
SUBARU-ISUZU*	**2,470**	**2,495**	**7,950**	**49,732**	**43,293**
Camry	4,800	5,505	16,037	95,996	90,756
Corolla (Can.)	1,500	1,516	4,833	30,062	28,074
TOYOTA	**6,300**	**7,021**	**20,870**	**126,058**	**118,830**
VOLVO 740, 940 (Can.)	**120**	**150**	**425**	**2,783**	**3,562**
AM GENERAL (trk.)	**375**	**375**	**1,200**	**7,500**	**8,450**
MISCELLANEOUS (trk.)**	**2,400**	**2,400**	**7,000**	**48,000**	**50,000**
Total U.S. car	**137,303**	**139,147**	**436,666**	**2,287,065**	**2,181,624**
Total Canada car	**21,999**	**21,632**	**68,517**	**406,727**	**428,810**
Total U.S.-Canada Car	**159,312**	**160,779**	**505,185**	**2,695,792**	**2,610,434**
Total U.S. truck	**94,471**	**94,442**	**294,435**	**1,582,488**	**1,274,348**
Total Canada truck	**17,038**	**16,691**	**59,543**	**433,968**	**325,731**
Total U.S.-Canada truck	**111,509**	**111,043**	**353,978**	**2,026,456**	**1,600,079**
TOTAL U.S.	**231,774**	**233,589**	**731,103**	**3,870,553**	**3,455,972**
TOTAL CANADA	**38,947**	**38,233**	**128,060**	**842,695**	**754,541**
TOTAL U.S.-CANADA CAR & TRUCK	**269,821**	**271,822**	**859,163**	**4,722,248**	**4,210,513**

*Estimate

*1991 figures reflect Grand Wagoneer production.

†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Source: Automotive News Data Center.

Output waits out holidays

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Chief Statistician

All U.S. car and truck assembly plants will be closed today in observance of Memorial Day.

All Canadian facilities were closed last Monday in observance of Victoria Day.

Car production in the United States was 137,303 last week, down 1.3 percent from the prior week and up 30.7 percent from the year-ago holiday week.

Last year, U.S. assembly plants worked four days; three car plants were closed for model changeover and two were idle because of slow sales.

Year-to-date, car production in the United States is 2,287,065, an increase of 4.8 percent over the same period in 1991.

Last week's estimated car assembly in Canada was 21,009, down 2.9 percent from the prior week and 7.3 percent from the year-ago week.

Canadian car production so far this year is 408,727, down 4.7 percent from 1991.

U.S. truck producers' estimated output last week was 94,471 units, 29 more than the prior week and 20.4 percent higher than the year-ago holiday week.

So far this year, U.S. truck producers have assembled 1,592,488 vehicles, an increase of 25.0 percent over the same period last year.

Canadian truck producers' estimated assembly was 17,038 last week, up 2.6 percent from the prior week and 8.6 percent from the year-ago week.

Year-to-date Canadian truck production is 433,968, up 33.2 percent from 1991.

Last week's estimated daily build rate of cars and trucks produced in the United States and Canada was 53,964, a drop of 0.7 percent from the prior week and a drop of 2.7 percent from the year-ago four-day holiday week.

Chrysler Corp. scheduled Saturday overtime at the Windsor, Ontario; and Pillette Road (Windsor) truck plants last week.

The company scheduled daily overtime this week at seven U.S. assembly plants; St. Louis; Sterling Heights, Mich.; Jefferson North (Detroit); Belvidere, Ill.; Warren, Mich.; Newark, Del.; and Toledo, Ohio.

GM ran one shift of Saturday overtime last week at the Oshawa, Ontario, truck facility and two shifts at the Scarborough, Ontario, truck plant.

The company also scheduled overtime last week on the Suburban line at the Janesville, Wis., truck plant.

Ford Motor Co. scheduled daily overtime last week at the Atlanta; Chicago; and St. Thomas, Ontario, car plants.

Ford's Twin Cities, (St. Paul, Minn.); Edison, N.J.; Louisville, Ky.; and St. Louis truck plants also worked daily overtime.

The Kansas City, Mo., car and truck facilities were scheduled for daily overtime last week.